

INVOICE



WAFB
844 Government St.
Baton Rouge, LA 70802
Main: (225) 383-9999
Billing:

| Invoice # | Invoice Date | Invoice Month | Invoice Period |
|-----------|--------------|---------------|---------------------|
| 1608888-1 | 11/08/16 | November 2016 | 10/31/16 - 11/08/16 |

| Property | Account Executive | Sales Office | Sales Region |
|----------|-------------------|----------------|--------------|
| WAFB | Matthew Wurm | HRP-Washington | National |

Billing Address:

Hulsen Media Services
Attention: Accounts Payable
2400 Laramie Trail
Austin, TX 78745

| Advertiser | Product | Estimate Number |
|-----------------------------|------------------|-----------------|
| ISS/Excellence in Higher Ed | HIGHER EDUCATION | 1160 |

| Flight Dates | Order # | Alt Order # |
|---------------------|---------|-------------|
| 11/01/16 - 11/08/16 | 1608888 | 08434594 |

| Billing Calendar | Billing Type | Deal # |
|------------------|--------------|--------|
| Broadcast | Cash | |

| Special Handling |
|------------------|
| |

Send Payment To:

WAFB
Raycom U.S. / WAFB TV 9
PO Box 11407
Lockbox 0340
Birmingham, AL 35246-0340

| Agency Code | Advertiser Code | Product 1/2 |
|-------------|-----------------|-------------|
| TV15247 | 169 | 166 |

| Agency Ref | Advertiser Ref |
|------------|----------------|
| | |

| Line | Start Date | End Date | Description | Start/End Time | MTWTFSS | Length | Spots/ Week | Rate | Type |
|---|------------|----------|---------------------------|-------------------|---------------------------|-------------------|----------------|---------------|---------------|
| 1 | 11/04/16 | 11/04/16 | WAFB 9 News at 10 M-F | 10:00 PM-10:35 PM | ----1-- | :30 | 1 | \$2,150.00 | NM |
| Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 10/31/16 11/06/16 ----1-- 1 \$2,150.00 | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate Type |
| 1 | WAFB | F | 11/04/16 | 10:08 PM | WAFB 9 News at 10 M-F | 10:00 PM-10:35 PM | :30 | YESON2LA1601H | \$2,150.00 NM |
| 2 | 11/04/16 | 11/04/16 | M-F 10-11A | 10:00 AM-11:00 AM | ----1-- | :30 | 1 | \$300.00 | NM |
| Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 10/31/16 11/06/16 ----1-- 1 \$300.00 | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate Type |
| 1 | WAFB | F | 11/04/16 | 10:39 AM | M-F 10-11A | 10:00 AM-11:00 AM | :30 | YESON2LA1601H | \$300.00 NM |
| 3 | 11/04/16 | 11/04/16 | WAFB 9 News at 5 | 5:00 PM-5:30 PM | ----1-- | :30 | 1 | \$1,200.00 | NM |
| Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 10/31/16 11/06/16 ----1-- 1 \$1,200.00 | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate Type |
| 1 | WAFB | F | 11/04/16 | 5:26 PM | WAFB 9 News at 5 | 5:00 PM-5:30 PM | :30 | YESON2LA1601H | \$1,200.00 NM |
| 4 | 11/04/16 | 11/04/16 | 9 News This Morning | 5:00 AM-7:00 AM | ----1-- | :30 | 1 | \$675.00 | NM |
| Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 10/31/16 11/06/16 ----1-- 1 \$675.00 | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate Type |
| 1 | WAFB | F | 11/04/16 | 5:18 AM | 9 News This Morning | 5:00 AM-7:00 AM | :30 | YESON2LA1601H | \$675.00 NM |
| 5 | 11/04/16 | 11/04/16 | 9 News This Morning 6a-7a | 6:00 AM-7:00 AM | ----1-- | :30 | 1 | \$750.00 | NM |
| Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 10/31/16 11/06/16 ----1-- 1 \$750.00 | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate Type |
| 1 | WAFB | F | 11/04/16 | 6:30 AM | 9 News This Morning 6a-7a | 6:00 AM-7:00 AM | :30 | YESON2LA1601H | \$750.00 NM |
| 6 | 11/07/16 | 11/07/16 | WAFB 9 News at 10 M-F | 10:00 PM-10:35 PM | | :30 | 1 | \$2,150.00 | NM |

We warrant that the actual broadcast information shown on this invoice was taken from the Program Log and will be available, on request, for inspection by the advertiser or agency for 12 months from the date of invoice. Our Terms, Where Credit Has Been Extended, are Net 30 Days From Date of Invoice.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.

INVOICE



Send Payment To:

WAFB
Raycom U.S. / WAFB TV 9
PO Box 11407
Lockbox 0340
Birmingham, AL 35246-0340

| Invoice # | Invoice Date | Invoice Month | Invoice Period |
|------------------------------------|------------------|-----------------|---------------------|
| 1608888-1 | 11/08/16 | November 2016 | 10/31/16 - 11/08/16 |
| Advertiser | Product | Estimate Number | |
| ISS/Excellence in Higher Education | HIGHER EDUCATION | 1160 | |

| Line | Start Date | End Date | Description | Start/End Time | MTWTFSS | Length | Spots/ Week | Rate | Type |
|---|------------|----------|---------------------------|-------------------|---------------------------|-------------------|----------------|---------------|---------------|
| 1----- | | | | | | | | | |
| Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 11/07/16 11/13/16 1----- 1 \$2,150.00 | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate Type |
| 1 | WAFB | M | 11/07/16 | 10:27 PM | WAFB 9 News at 10 M-F | 10:00 PM-10:35 PM | :30 | YESON2LA1601H | \$2,150.00 NM |
| 7 | 11/07/16 | 11/07/16 | M-F 10-11A | 10:00 AM-11:00 AM | 1----- | :30 | 1 | \$300.00 | NM |
| Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 11/07/16 11/13/16 1----- 1 \$300.00 | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate Type |
| 1 | WAFB | M | 11/07/16 | 10:39 AM | M-F 10-11A | 10:00 AM-11:00 AM | :30 | YESON2LA1601H | \$300.00 NM |
| 8 | 11/07/16 | 11/07/16 | WAFB 9 News at Noon | 12:00 PM-12:30 PM | 1----- | :30 | 1 | \$600.00 | NM |
| Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 11/07/16 11/13/16 1----- 1 \$600.00 | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate Type |
| 1 | WAFB | M | 11/07/16 | 12:17 PM | WAFB 9 News at Noon | 12:00 PM-12:30 PM | :30 | YESON2LA1601H | \$600.00 NM |
| 9 | 11/07/16 | 11/07/16 | WAFB 9 News at 5 | 5:00 PM-5:30 PM | 1----- | :30 | 1 | \$1,200.00 | NM |
| Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 11/07/16 11/13/16 1----- 1 \$1,200.00 | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate Type |
| 1 | WAFB | M | 11/07/16 | 5:10 PM | WAFB 9 News at 5 | 5:00 PM-5:30 PM | :30 | YESON2LA1601H | \$1,200.00 NM |
| 10 | 11/07/16 | 11/07/16 | 9 News This Morning | 5:00 AM-7:00 AM | 1----- | :30 | 1 | \$675.00 | NM |
| Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 11/07/16 11/13/16 1----- 1 \$675.00 | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate Type |
| 1 | WAFB | M | 11/07/16 | 6:38 AM | 9 News This Morning | 5:00 AM-7:00 AM | :30 | YESON2LA1601H | \$675.00 NM |
| 11 | 11/07/16 | 11/07/16 | 9 News This Morning 6a-7a | 6:00 AM-7:00 AM | 1----- | :30 | 1 | \$750.00 | NM |
| Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 11/07/16 11/13/16 1----- 1 \$750.00 | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate Type |
| 1 | WAFB | M | 11/07/16 | 5:59 AM | 9 News This Morning 6a-7a | 6:00 AM-7:00 AM | :30 | YESON2LA1601H | \$750.00 NM |
| 12 | 11/07/16 | 11/07/16 | M-F 630-7P | 6:30 PM-7:00 PM | 1----- | :30 | 1 | \$1,100.00 | NM |
| Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 11/07/16 11/13/16 1----- 1 \$1,100.00 | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate Type |
| 1 | WAFB | M | 11/07/16 | 6:45 PM | M-F 630-7P | 6:30 PM-7:00 PM | :30 | YESON2LA1601H | \$1,100.00 NM |
| 13 | 11/05/16 | 11/05/16 | WAFB 9 News at 10 Sa | 10:00 PM-10:35 PM | -----1- | :30 | 1 | \$1,800.00 | NM |
| Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 10/31/16 11/06/16 -----1- 1 \$1,800.00 | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate Type |

We warrant that the actual broadcast information shown on this invoice was taken from the Program Log and will be available, on request, for inspection by the advertiser or agency for 12 months from the date of invoice. Our Terms, Where Credit Has Been Extended, are Net 30 Days From Date of Invoice.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.

INVOICE



Send Payment To:

WAFB
Raycom U.S. / WAFB TV 9
PO Box 11407
Lockbox 0340
Birmingham, AL 35246-0340

| Invoice # | Invoice Date | Invoice Month | Invoice Period |
|-----------------------------|------------------|-----------------|---------------------|
| 1608888-1 | 11/08/16 | November 2016 | 10/31/16 - 11/08/16 |
| Advertiser | Product | Estimate Number | |
| ISS/Excellence in Higher Ed | HIGHER EDUCATION | 1160 | |

| Line | Start Date | End Date | Description | Start/End Time | MTWTFSS | Length | Spots/ Week | Rate | Type | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|------------|----------|---------------------------|-------------------|---------------------------|-------------------|----------------|---------------|------------|----------|------------|----------|----------|------------|-------------|----------------|----------|----------|---------|------|------------|----------|----|----------|----------|----------------------|-------------------|----------------|---------------|------------|------|---|---|------|----|----------|----------|---------------------------|-------------------|-----|---------------|------------|----|----------|--|--|--|--|--|--|--|--|--|--|
| 13 | 11/05/16 | 11/05/16 | WAFB 9 News at 10 Sa | 10:00 PM-10:35 PM | -----1- | :30 | 1 | \$1,800.00 | NM | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table><tr><td>Spots: #</td><td>Ch</td><td>Day</td><td>Air Date</td><td>Air Time</td><td>Description</td><td>Start/End Time</td><td>Length</td><td>Ad-ID</td><td>Rate</td><td>Type</td></tr><tr><td>1</td><td>WAFB</td><td>Sa</td><td>11/05/16</td><td>11:07 PM</td><td>WAFB 9 News at 10 Sa</td><td>10:00 PM-10:35 PM</td><td>:30</td><td>YESON2LA1601H</td><td>\$1,800.00</td><td>NM</td></tr><tr><td colspan="11">LATE DUE NCAA FB/RAN WITHIN PGM ORDERED</td></tr></table> | | | | | | | | | | Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate | Type | 1 | WAFB | Sa | 11/05/16 | 11:07 PM | WAFB 9 News at 10 Sa | 10:00 PM-10:35 PM | :30 | YESON2LA1601H | \$1,800.00 | NM | LATE DUE NCAA FB/RAN WITHIN PGM ORDERED | | | | | | | | | | | | | | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate | Type | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1 | WAFB | Sa | 11/05/16 | 11:07 PM | WAFB 9 News at 10 Sa | 10:00 PM-10:35 PM | :30 | YESON2LA1601H | \$1,800.00 | NM | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| LATE DUE NCAA FB/RAN WITHIN PGM ORDERED | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 14 | 11/06/16 | 11/06/16 | WAFB 9 News at 530 Sur | 5:30 PM-6:00 PM | -----1 | :30 | 1 | \$625.00 | NM | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table><tr><td>Weeks:</td><td>Start Date</td><td>End Date</td><td>MTWTFSS</td><td>Spots/Week</td><td>Rate</td></tr><tr><td></td><td>10/31/16</td><td>11/06/16</td><td>-----1</td><td>1</td><td>\$625.00</td></tr><tr><td>Spots: #</td><td>Ch</td><td>Day</td><td>Air Date</td><td>Air Time</td><td>Description</td><td>Start/End Time</td><td>Length</td><td>Ad-ID</td><td>Rate</td><td>Type</td></tr><tr><td>1</td><td>WAFB</td><td>Su</td><td>11/06/16</td><td></td><td>WAFB 9 News at 530 Sunday</td><td>5:30 PM-6:00 PM</td><td>:00</td><td></td><td>\$625.00</td><td>NM</td></tr><tr><td colspan="11">Credited</td></tr></table> | | | | | | | | | | Weeks: | Start Date | End Date | MTWTFSS | Spots/Week | Rate | | 10/31/16 | 11/06/16 | -----1 | 1 | \$625.00 | Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate | Type | 1 | WAFB | Su | 11/06/16 | | WAFB 9 News at 530 Sunday | 5:30 PM-6:00 PM | :00 | | \$625.00 | NM | Credited | | | | | | | | | | |
| Weeks: | Start Date | End Date | MTWTFSS | Spots/Week | Rate | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 10/31/16 | 11/06/16 | -----1 | 1 | \$625.00 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate | Type | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1 | WAFB | Su | 11/06/16 | | WAFB 9 News at 530 Sunday | 5:30 PM-6:00 PM | :00 | | \$625.00 | NM | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Credited | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 15 | 11/06/16 | 11/06/16 | 9 News Sunday Morning | 7:00 AM-8:00 AM | -----1 | :30 | 1 | \$200.00 | NM | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table><tr><td>Weeks:</td><td>Start Date</td><td>End Date</td><td>MTWTFSS</td><td>Spots/Week</td><td>Rate</td></tr><tr><td></td><td>10/31/16</td><td>11/06/16</td><td>-----1</td><td>1</td><td>\$200.00</td></tr><tr><td>Spots: #</td><td>Ch</td><td>Day</td><td>Air Date</td><td>Air Time</td><td>Description</td><td>Start/End Time</td><td>Length</td><td>Ad-ID</td><td>Rate</td><td>Type</td></tr><tr><td>1</td><td>WAFB</td><td>Su</td><td>11/06/16</td><td>7:17 AM</td><td>9 News Sunday Morning</td><td>7:00 AM-8:00 AM</td><td>:30</td><td>YESON2LA1601H</td><td>\$200.00</td><td>NM</td></tr></table> | | | | | | | | | | Weeks: | Start Date | End Date | MTWTFSS | Spots/Week | Rate | | 10/31/16 | 11/06/16 | -----1 | 1 | \$200.00 | Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate | Type | 1 | WAFB | Su | 11/06/16 | 7:17 AM | 9 News Sunday Morning | 7:00 AM-8:00 AM | :30 | YESON2LA1601H | \$200.00 | NM | | | | | | | | | | | |
| Weeks: | Start Date | End Date | MTWTFSS | Spots/Week | Rate | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 10/31/16 | 11/06/16 | -----1 | 1 | \$200.00 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate | Type | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1 | WAFB | Su | 11/06/16 | 7:17 AM | 9 News Sunday Morning | 7:00 AM-8:00 AM | :30 | YESON2LA1601H | \$200.00 | NM | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 16 | 11/03/16 | 11/03/16 | WAFB 9 News at 10 M-F | 10:00 PM-10:35 PM | ---1--- | :30 | 1 | \$2,150.00 | NM | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table><tr><td>Weeks:</td><td>Start Date</td><td>End Date</td><td>MTWTFSS</td><td>Spots/Week</td><td>Rate</td></tr><tr><td></td><td>10/31/16</td><td>11/06/16</td><td>---1---</td><td>1</td><td>\$2,150.00</td></tr><tr><td>Spots: #</td><td>Ch</td><td>Day</td><td>Air Date</td><td>Air Time</td><td>Description</td><td>Start/End Time</td><td>Length</td><td>Ad-ID</td><td>Rate</td><td>Type</td></tr><tr><td>1</td><td>WAFB</td><td>Th</td><td>11/03/16</td><td>10:27 PM</td><td>WAFB 9 News at 10 M-F</td><td>10:00 PM-10:35 PM</td><td>:30</td><td>YESON2LA1601H</td><td>\$2,150.00</td><td>NM</td></tr></table> | | | | | | | | | | Weeks: | Start Date | End Date | MTWTFSS | Spots/Week | Rate | | 10/31/16 | 11/06/16 | ---1--- | 1 | \$2,150.00 | Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate | Type | 1 | WAFB | Th | 11/03/16 | 10:27 PM | WAFB 9 News at 10 M-F | 10:00 PM-10:35 PM | :30 | YESON2LA1601H | \$2,150.00 | NM | | | | | | | | | | | |
| Weeks: | Start Date | End Date | MTWTFSS | Spots/Week | Rate | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 10/31/16 | 11/06/16 | ---1--- | 1 | \$2,150.00 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate | Type | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1 | WAFB | Th | 11/03/16 | 10:27 PM | WAFB 9 News at 10 M-F | 10:00 PM-10:35 PM | :30 | YESON2LA1601H | \$2,150.00 | NM | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 17 | 11/03/16 | 11/03/16 | WAFB 9 News at Noon | 12:00 PM-12:30 PM | ---1--- | :30 | 1 | \$600.00 | NM | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table><tr><td>Weeks:</td><td>Start Date</td><td>End Date</td><td>MTWTFSS</td><td>Spots/Week</td><td>Rate</td></tr><tr><td></td><td>10/31/16</td><td>11/06/16</td><td>---1---</td><td>1</td><td>\$600.00</td></tr><tr><td>Spots: #</td><td>Ch</td><td>Day</td><td>Air Date</td><td>Air Time</td><td>Description</td><td>Start/End Time</td><td>Length</td><td>Ad-ID</td><td>Rate</td><td>Type</td></tr><tr><td>1</td><td>WAFB</td><td>Th</td><td>11/03/16</td><td>12:27 PM</td><td>WAFB 9 News at Noon</td><td>12:00 PM-12:30 PM</td><td>:30</td><td>YESON2LA1601H</td><td>\$600.00</td><td>NM</td></tr></table> | | | | | | | | | | Weeks: | Start Date | End Date | MTWTFSS | Spots/Week | Rate | | 10/31/16 | 11/06/16 | ---1--- | 1 | \$600.00 | Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate | Type | 1 | WAFB | Th | 11/03/16 | 12:27 PM | WAFB 9 News at Noon | 12:00 PM-12:30 PM | :30 | YESON2LA1601H | \$600.00 | NM | | | | | | | | | | | |
| Weeks: | Start Date | End Date | MTWTFSS | Spots/Week | Rate | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 10/31/16 | 11/06/16 | ---1--- | 1 | \$600.00 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate | Type | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1 | WAFB | Th | 11/03/16 | 12:27 PM | WAFB 9 News at Noon | 12:00 PM-12:30 PM | :30 | YESON2LA1601H | \$600.00 | NM | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 18 | 11/03/16 | 11/03/16 | WAFB 9 News at 5 | 5:00 PM-5:30 PM | ---1--- | :30 | 1 | \$1,200.00 | NM | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table><tr><td>Weeks:</td><td>Start Date</td><td>End Date</td><td>MTWTFSS</td><td>Spots/Week</td><td>Rate</td></tr><tr><td></td><td>10/31/16</td><td>11/06/16</td><td>---1---</td><td>1</td><td>\$1,200.00</td></tr><tr><td>Spots: #</td><td>Ch</td><td>Day</td><td>Air Date</td><td>Air Time</td><td>Description</td><td>Start/End Time</td><td>Length</td><td>Ad-ID</td><td>Rate</td><td>Type</td></tr><tr><td>1</td><td>WAFB</td><td>Th</td><td>11/03/16</td><td>5:15 PM</td><td>WAFB 9 News at 5</td><td>5:00 PM-5:30 PM</td><td>:30</td><td>YESON2LA1601H</td><td>\$1,200.00</td><td>NM</td></tr></table> | | | | | | | | | | Weeks: | Start Date | End Date | MTWTFSS | Spots/Week | Rate | | 10/31/16 | 11/06/16 | ---1--- | 1 | \$1,200.00 | Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate | Type | 1 | WAFB | Th | 11/03/16 | 5:15 PM | WAFB 9 News at 5 | 5:00 PM-5:30 PM | :30 | YESON2LA1601H | \$1,200.00 | NM | | | | | | | | | | | |
| Weeks: | Start Date | End Date | MTWTFSS | Spots/Week | Rate | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 10/31/16 | 11/06/16 | ---1--- | 1 | \$1,200.00 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate | Type | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1 | WAFB | Th | 11/03/16 | 5:15 PM | WAFB 9 News at 5 | 5:00 PM-5:30 PM | :30 | YESON2LA1601H | \$1,200.00 | NM | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 19 | 11/03/16 | 11/03/16 | 9 News This Morning 6a-7a | 6:00 AM-7:00 AM | ---1--- | :30 | 1 | \$750.00 | NM | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table><tr><td>Weeks:</td><td>Start Date</td><td>End Date</td><td>MTWTFSS</td><td>Spots/Week</td><td>Rate</td></tr><tr><td></td><td>10/31/16</td><td>11/06/16</td><td>---1---</td><td>1</td><td>\$750.00</td></tr><tr><td>Spots: #</td><td>Ch</td><td>Day</td><td>Air Date</td><td>Air Time</td><td>Description</td><td>Start/End Time</td><td>Length</td><td>Ad-ID</td><td>Rate</td><td>Type</td></tr><tr><td>1</td><td>WAFB</td><td>Th</td><td>11/03/16</td><td>6:09 AM</td><td>9 News This Morning 6a-7a</td><td>6:00 AM-7:00 AM</td><td>:30</td><td>YESON2LA1601H</td><td>\$750.00</td><td>NM</td></tr></table> | | | | | | | | | | Weeks: | Start Date | End Date | MTWTFSS | Spots/Week | Rate | | 10/31/16 | 11/06/16 | ---1--- | 1 | \$750.00 | Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate | Type | 1 | WAFB | Th | 11/03/16 | 6:09 AM | 9 News This Morning 6a-7a | 6:00 AM-7:00 AM | :30 | YESON2LA1601H | \$750.00 | NM | | | | | | | | | | | |
| Weeks: | Start Date | End Date | MTWTFSS | Spots/Week | Rate | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 10/31/16 | 11/06/16 | ---1--- | 1 | \$750.00 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate | Type | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1 | WAFB | Th | 11/03/16 | 6:09 AM | 9 News This Morning 6a-7a | 6:00 AM-7:00 AM | :30 | YESON2LA1601H | \$750.00 | NM | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 20 | 11/03/16 | 11/03/16 | M-F 630-7P | 6:30 PM-7:00 PM | ---1--- | :30 | 1 | \$1,100.00 | NM | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table><tr><td>Weeks:</td><td>Start Date</td><td>End Date</td><td>MTWTFSS</td><td>Spots/Week</td><td>Rate</td></tr><tr><td></td><td>10/31/16</td><td>11/06/16</td><td>---1---</td><td>1</td><td>\$1,100.00</td></tr><tr><td>Spots: #</td><td>Ch</td><td>Day</td><td>Air Date</td><td>Air Time</td><td>Description</td><td>Start/End Time</td><td>Length</td><td>Ad-ID</td><td>Rate</td><td>Type</td></tr><tr><td>1</td><td>WAFB</td><td>Th</td><td>11/03/16</td><td>6:49 PM</td><td>M-F 630-7P</td><td>6:30 PM-7:00 PM</td><td>:30</td><td>YESON2LA1601H</td><td>\$1,100.00</td><td>NM</td></tr></table> | | | | | | | | | | Weeks: | Start Date | End Date | MTWTFSS | Spots/Week | Rate | | 10/31/16 | 11/06/16 | ---1--- | 1 | \$1,100.00 | Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate | Type | 1 | WAFB | Th | 11/03/16 | 6:49 PM | M-F 630-7P | 6:30 PM-7:00 PM | :30 | YESON2LA1601H | \$1,100.00 | NM | | | | | | | | | | | |
| Weeks: | Start Date | End Date | MTWTFSS | Spots/Week | Rate | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 10/31/16 | 11/06/16 | ---1--- | 1 | \$1,100.00 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Spots: # | Ch | Day | Air Date | Air Time | Description | Start/End Time | Length | Ad-ID | Rate | Type | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1 | WAFB | Th | 11/03/16 | 6:49 PM | M-F 630-7P | 6:30 PM-7:00 PM | :30 | YESON2LA1601H | \$1,100.00 | NM | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

We warrant that the actual broadcast information shown on this invoice was taken from the Program Log and will be available, on request, for inspection by the advertiser or agency for 12 months from the date of invoice. Our Terms, Where Credit Has Been Extended, are Net 30 Days From Date of Invoice.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.

INVOICE



Send Payment To:

WAFB
Raycom U.S. / WAFB TV 9
PO Box 11407
Lockbox 0340
Birmingham, AL 35246-0340

| Invoice # | Invoice Date | Invoice Month | Invoice Period |
|-----------|--------------|---------------|---------------------|
| 1608888-1 | 11/08/16 | November 2016 | 10/31/16 - 11/08/16 |

| Advertiser | Product | Estimate Number |
|------------------------------------|------------------|-----------------|
| ISS/Excellence in Higher Education | HIGHER EDUCATION | 1160 |

| Line | Start Date | End Date | Description | Start/End Time | MTWTFSS | Length | Spots/ Week | Rate | Type |
|---|------------|------------|---------------------------|-----------------|---------------------------|-----------------------|----------------|---------------|-------------------------|
| 21 | 11/08/16 | 11/08/16 | 9 News This Morning | 5:00 AM-7:00 AM | -1----- | :30 | 1 | \$675.00 | NM |
| Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 11/07/16 11/13/16 -1----- 1 \$675.00 | | | | | | | | | |
| <u>Spots: #</u> | <u>Ch</u> | <u>Day</u> | <u>Air Date</u> | <u>Air Time</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Length</u> | <u>Ad-ID</u> | <u>Rate</u> <u>Type</u> |
| 1 | WAFB | Tu | 11/08/16 | 5:28 AM | 9 News This Morning | 5:00 AM-7:00 AM | :30 | YESON2LA1601H | \$675.00 NM |
| 22 | 11/08/16 | 11/08/16 | 9 News This Morning 6a-7a | 6:00 AM-7:00 AM | -1----- | :30 | 1 | \$750.00 | NM |
| Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 11/07/16 11/13/16 -1----- 1 \$750.00 | | | | | | | | | |
| <u>Spots: #</u> | <u>Ch</u> | <u>Day</u> | <u>Air Date</u> | <u>Air Time</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Length</u> | <u>Ad-ID</u> | <u>Rate</u> <u>Type</u> |
| 1 | WAFB | Tu | 11/08/16 | 6:54 AM | 9 News This Morning 6a-7a | 6:00 AM-7:00 AM | :30 | YESON2LA1601H | \$750.00 NM |
| 23 | 11/07/16 | 11/07/16 | 9News This AM Ely Edition | M-F 430a-5a | M----- | :30 | 1 | \$125.00 | NM |
| Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 11/07/16 11/13/16 M----- 1 \$125.00 | | | | | | | | | |
| <u>Spots: #</u> | <u>Ch</u> | <u>Day</u> | <u>Air Date</u> | <u>Air Time</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Length</u> | <u>Ad-ID</u> | <u>Rate</u> <u>Type</u> |
| 1 | WAFB | M | 11/07/16 | 4:43 AM | 9News This AM Ely Edition | M-F 430a-5a | :30 | YESON2LA1601H | \$125.00 NM |
| 24 | 11/07/16 | 11/07/16 | The Late Late Show | 1140p-1240a | M----- | :30 | 2 | \$250.00 | NM |
| Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 11/07/16 11/13/16 M----- 2 \$250.00 | | | | | | | | | |
| <u>Spots: #</u> | <u>Ch</u> | <u>Day</u> | <u>Air Date</u> | <u>Air Time</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Length</u> | <u>Ad-ID</u> | <u>Rate</u> <u>Type</u> |
| 2 | WAFB | M | 11/07/16 | 12:08 AM | The Late Late Show | 1140p-1240a | :30 | YESON2LA1601H | \$250.00 NM |
| 1 | WAFB | M | 11/07/16 | 12:37 AM | The Late Late Show | 1140p-1240a | :30 | YESON2LA1601H | \$250.00 NM |
| Total Spots | | | | | | | 24 | | |

Payment Terms 30 Days

| | |
|--------------------------|-------------|
| <u>Gross Total</u> | \$21,700.00 |
| <u>Agency Commission</u> | \$3,255.00 |
| <u>Net Amount Due</u> | \$18,445.00 |

We warrant that the actual broadcast information shown on this invoice was taken from the Program Log and will be available, on request, for inspection by the advertiser or agency for 12 months from the date of invoice. Our Terms, Where Credit Has Been Extended, are Net 30 Days From Date of Invoice.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.